

## CONTRACT



**WTKR-TV**  
**720 Boush Street**  
**Norfolk, VA 23510-1583**  
**(757)446-1000**

www.wtkr.com

<u>Contract / Revision</u> 586607 /		<u>Alt Order #</u> 07915270
<u>Product</u> American Crossroads		
<u>Contract Dates</u> 10/31/12 - 11/05/12		<u>Estimate #</u> 11/27/1287
<u>Advertiser</u> American Crossroads		<u>Original Date / Revision</u> 10/31/12 / 10/31/12
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> WTKR	<u>Account Executive</u> Jamie Andrus	<u>Sales Office</u> Washington, D.C.
<u>Special Handling</u> Do Not Mail		
<u>Demographic</u> Adults 35+		
<u>IDB#</u> 8433	<u>Advertiser Code</u> 11	<u>Product Code</u> 27
<u>Agency Ref</u>		<u>Advertiser Ref</u>

And:

**Crossroads Media, LLC.**  
**66 Canal Center Plaza**  
**Suite 555**  
**Alexandria, VA 22314**

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
1	3	10/31/12	11/04/12	Newschannel 3 News	6-7am		:30			NM	3	\$3,555.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	--111--				3	\$1,185.00			
2	3	11/05/12	11/05/12	Newschannel 3 News	6-7am		:30			NM	1	\$1,185.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/12	11/11/12	M-----				1	\$1,185.00			
9	3	10/31/12	11/04/12	Newschannel 3 News	12n-1230pm		:30			NM	3	\$4,035.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	--111--				3	\$1,345.00			
10	3	11/05/12	11/05/12	Newschannel 3 News	12n-1230pm		:30			NM	1	\$1,345.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/12	11/11/12	M-----				1	\$1,345.00			
11	3	10/31/12	11/04/12	CBS Daytime	1228-3pm		:30			NM	3	\$4,035.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	--111--				3	\$1,345.00			
12	3	11/05/12	11/05/12	CBS Daytime	1228-3pm		:30			NM	1	\$1,345.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/12	11/11/12	M-----				1	\$1,345.00			
13	3	10/31/12	11/04/12	NewsCha 3 News First @ 4p	358-5pm		:30			NM	3	\$3,030.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	--111--				3	\$1,010.00			
14	3	11/05/12	11/05/12	NewsCha 3 News First @ 4p	358-5pm		:30			NM	1	\$1,010.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/12	11/11/12	M-----				1	\$1,010.00			
15	3	10/31/12	11/04/12	Newschannel 3 News	5-530pm		:30			NM	3	\$4,035.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	--111--				3	\$1,345.00			
16	3	11/05/12	11/05/12	Newschannel 3 News	5-530pm		:30			NM	1	\$1,345.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/12	11/11/12	M-----				1	\$1,345.00			
18	3	11/03/12	11/03/12	730-8pm	730-8pm		:30			NM	1	\$340.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-----S-				1	\$340.00			

(\* Line Transactions: N = New, E = Edited, D = Deleted)

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<u>Advertiser</u> American Crossroads		<u>Original Date / Revision</u> 10/31/12 / 10/31/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
19	3	11/01/12	11/01/12	Thursday Prime	10-11pm		:30			NM	1	\$6,035.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	---T---				1	\$6,035.00			
20	3	11/04/12	11/04/12	Sunday Prime	7-8pm		:30			NM	1	\$13,770.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-----S				1	\$13,770.00			
21	3	10/31/12	11/04/12	Late News (M-F)	11-1135p		:30			NM	3	\$6,030.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	--111--				3	\$2,010.00			
22	3	11/03/12	11/03/12	Late News (Sa-Su)	11-1135p		:30			NM	1	\$2,050.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-----S-				1	\$2,050.00			
23	3	11/04/12	11/04/12	Late News (Sa-Su)	11-1135p		:30			NM	1	\$2,050.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-----S				1	\$2,050.00			
24	3	10/31/12	11/04/12	Late Night with David Letterman	1135pm-1237am		:30			NM	3	\$2,070.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	--111--				3	\$690.00			
25	3	11/05/12	11/05/12	Late Night with David Letterman	1135pm-1237am		:30			NM	1	\$690.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/12	11/11/12	M-----				1	\$690.00			
26	3	10/31/12	11/04/12	Late Late Show w/Craig Ferg	1237-139am		:30			NM	3	\$660.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	--111--				3	\$220.00			
27	3	11/05/12	11/05/12	Late Late Show w/Craig Ferg	1237-139am		:30			NM	1	\$220.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/12	11/11/12	M-----				1	\$220.00			
N 28	3	11/01/12	11/01/12	Thursday Prime	8-9pm		:30			NM	1	\$8,380.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	---T---				1	\$8,380.00			
N 29	3	11/01/12	11/02/12	Thursday Prime	9-10pm		:30			NM	1	\$6,150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	---T---				1	\$6,150.00			
N 30	3	11/02/12	11/02/12	Friday Prime	8-9pm		:30			NM	1	\$2,060.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	----F--				1	\$2,060.00			
N 31	3	11/02/12	11/02/12	Friday Prime	9-10pm		:30			NM	1	\$1,765.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	----F--				1	\$1,765.00			
<b>Totals</b>											<b>40</b>	<b>\$77,190.00</b>

Time Period	# of Spots	Gross Amount	Net Amount
10/29/12 - 11/05/12	40	\$77,190.00	\$65,611.50
<b>Totals</b>	<b>40</b>	<b>\$77,190.00</b>	<b>\$65,611.50</b>

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

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